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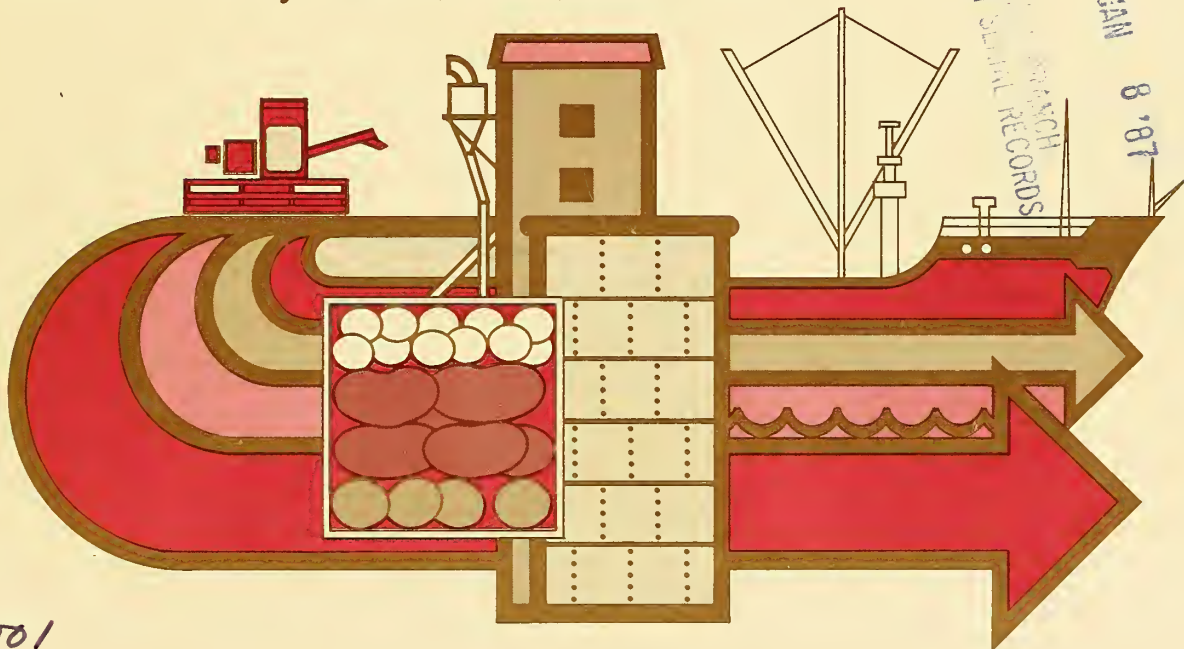
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American Cooperative Pulse Exporters

Dry Beans, Peas, and Lentils



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American Cooperative Pulse Exporters

Dry Beans, Peas, and Lentils

Arvin R. Bunker and Tracey L. Kennedy

A smart buyer of any product likes to know precisely where it came from and who the manufacturer or producer is.

This booklet provides that information for buyers of dry beans, peas, and lentils from the United States. Further, it is a guide for buying direct from cooperative organizations owned by the producers of these products. In other words, you can deal directly with the U.S. farmer whose business is growing a quality product.

You will be able to identify sources of the quality of product you're seeking and be assured of the reliability and accountability for that quality.

General quality factors to consider for dry beans, peas, and lentils (as a group, called pulses) are:

Brightness of color—Color should be uniform. Loss of color usually indicates long storage, lack of freshness, and a product that will take longer to cook. Eating quality, however, is not affected.

Uniformity of size—Look for uniform size. Mixed sizes will result in uneven cooking.

Visible defects—Cracked seed coats, foreign material, and pinholes caused by insect damage are signs of low quality.

The U.S. Government sets grades and inspects dry beans, peas, and lentils. Some examples of grades are:

- U.S. No. 1—for dry whole or split peas, lentils, and black-eye peas (beans).
- U.S. No. 1 Choice Handpacked or Handpicked—for Great Northern, pinto, and pea beans.
- U.S. Extra No. 1—for lima beans, large and small.

Additional information on grading standards can be obtained through the Federal Grain Inspection Service, U.S. Department of Agriculture.

Export markets are increasingly essential to American farmers (figure 1). In 1982, 14,000 farmers produced 1.4 million metric tons of pulses. Exports of 645,000 metric tons accounted for nearly half of production.

Sixty U.S. farmer cooperatives handle pulses. They account for 17 percent of the U.S. volume marketed at the first stage beyond the farm. In 1982, cooperatives' volume in pulses was more than \$133 million.

These cooperatives are independent, farmer owned and controlled corporations. They range in size from small local elevators, whose primary function is to receive and store farmers' products, to large regional processing and marketing cooperatives, capable of supplying large quantities of high-quality products to domestic and foreign buyers.

Specific information to establish trading contacts is provided in this guide for eight major farmer cooperatives involved in exporting. You will note from figure 2 that these cooperatives are located in the major production areas of the United States. Shipments are made through most U.S. and Canadian ports.

Figure 1. More than half of U.S. pulse production has been exported in recent years.

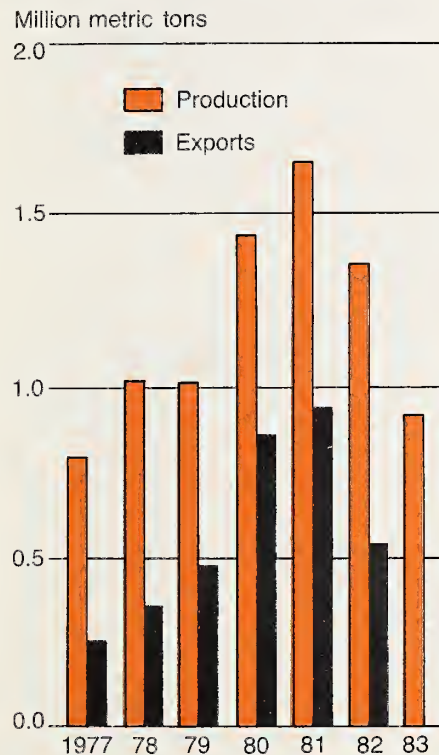
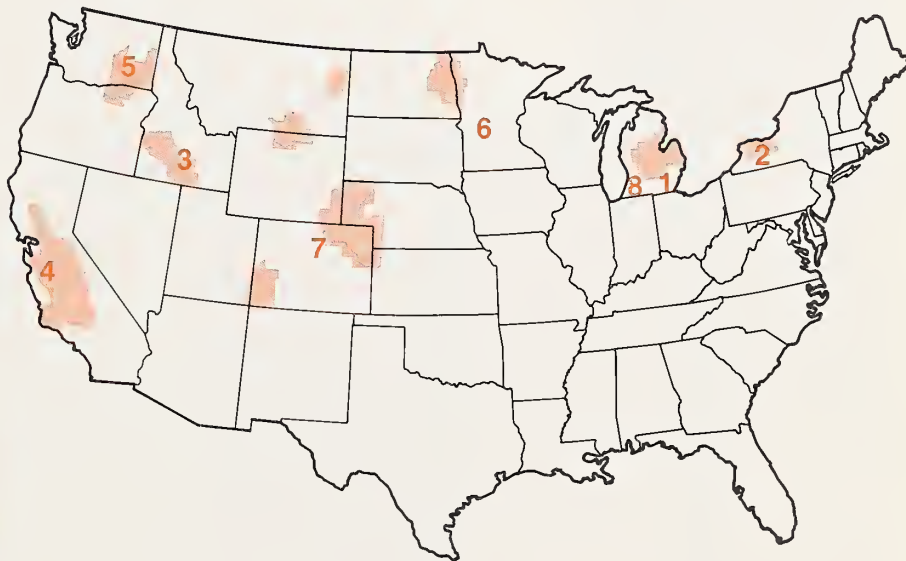


Figure 2. Cooperatives are in all major pulse-producing regions in the United States.



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|---|---------------------------------------|
| 1. Agra Land, Inc. | 5. CENEX |
| 2. Agway, Inc. | 6. Harvest States Cooperatives |
| 3. Bean Growers Warehouse Association, Inc. | 7. Outwest Bean, Inc. |
| 4. California Bean Growers Association | 8. Valley Marketing Cooperative, Inc. |

AGRA LAND, INC.

Grain and Bean Division
P.O. Box 30328
Lansing, Michigan 48909

Persons to contact:

Edward R. Powell,
Vice President and General Manager

Michael Bloemers,
Export Manager

Phone: (517) 321-5191
Telex: 22-9449
Cable: MICHELEX

Agra Land, Inc. (formerly Michigan Elevator Exchange) was incorporated in 1921. Its first members were 45 local cooperative elevators that invested \$16,000 to provide themselves with a central grain and bean marketing cooperative.

Today, Agra Land provides marketing services to 100 cooperative elevators.

In its early days, Agra Land was a jobber, purchasing cars of grain and beans from stockholders and reselling to end users. In the late 1940's, the cooperative embarked on an expansion program, and in 1950 began construction of its first terminal elevator near Toledo, Ohio. This elevator now has more than 10,000 metric tons (6 million bushels) storage capacity and facilities for loading trains for export.

In 1963, a bean processing plant and grain terminal was constructed on the Saginaw River near Saginaw, Michigan. This facility is equipped to load trains or ships with bulk grain and cull beans, as well as to load containers of beans for rail shipment directly to U.S. or Canadian ports for export.

Marketing agreements between Agra Land and local cooperatives help assure a supply of high-quality beans for both domestic and export customers. Local elevators, combined with elevators owned by Agra Land, provide the best processing equipment available in photoelectric sorting devices, gravity separators, and cleaning equipment.

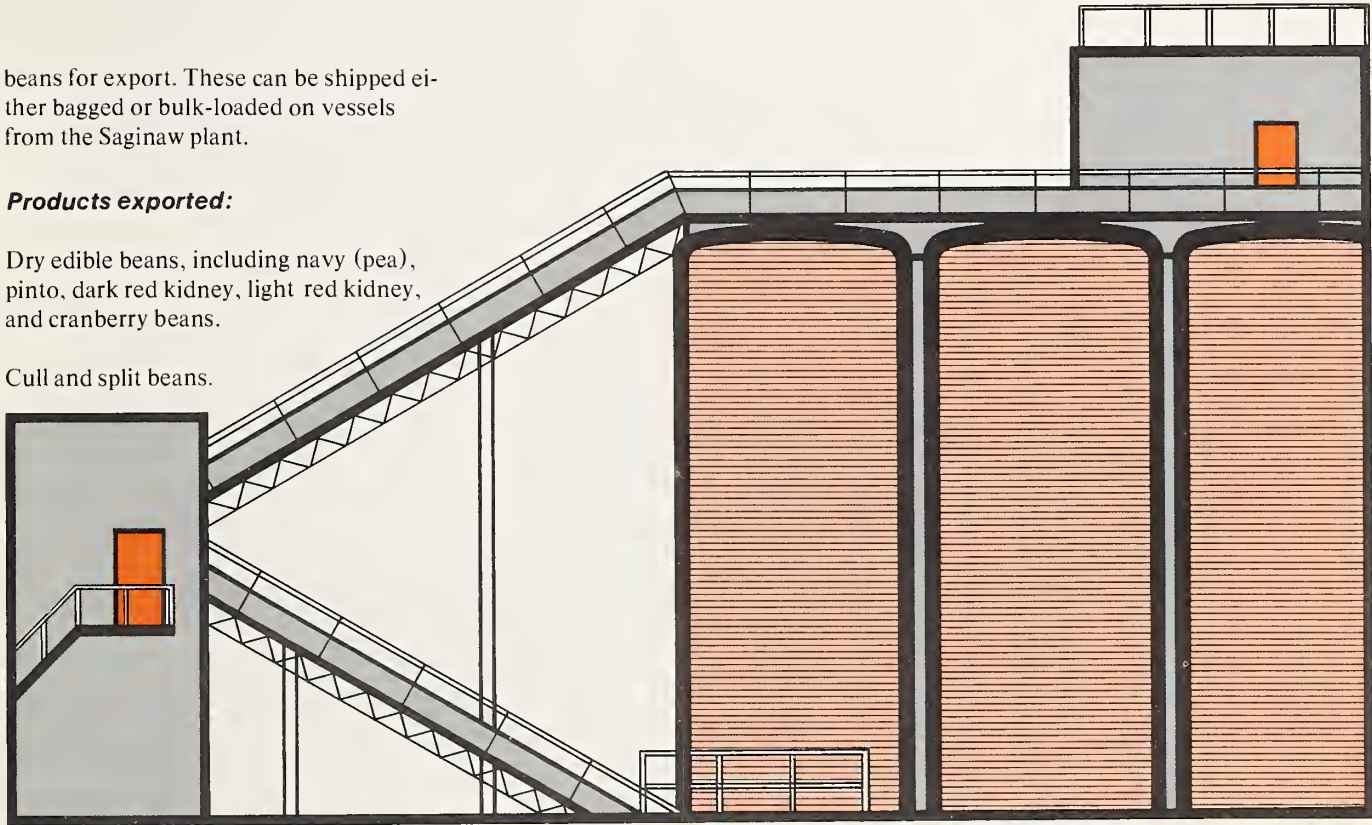
Agra Land exports dry edible beans directly. Shipments can be made either in bagged or bulk-loaded containers or in break-bulk vessels from all U.S. and Canadian ports. The cooperative has substantial quantities of cull and split

beans for export. These can be shipped either bagged or bulk-loaded on vessels from the Saginaw plant.

Products exported:

Dry edible beans, including navy (pea), pinto, dark red kidney, light red kidney, and cranberry beans.

Cull and split beans.



Country Foods Division
Bean Department
Canandaigua, New York 14424

Persons to contact:

Kenneth Maslyn,
Sales Manager
Bean and Export Department

Albert L. Hoven,
Manager
Bean and Export Department

Telephone: (716) 394-0660
Telex: 97-8273
Cable: AGWAY

Agway Inc. is a farm supply and food marketing cooperative serving 110,000 farmer-members in 12 northeastern States. It was formed in 1964 by merger of three regional cooperatives. Corporate headquarters are in Syracuse, New York.

Agway markets many members' products including dry beans, pastry flour, fruits, vegetables, pet food, bird food, laboratory animal feeds, tobacco, and eggs. The cooperative holds controlling interest in two food companies: Curtice-Burns, Inc., a fruit and vegetable processing company, and H.P. Hood, Inc., a major supplier of milk and other dairy products.

For more than 30 years, Agway has exported all grades of light red kidney, black turtle soup, and navy beans produced in Pennsylvania and New York. Through cooperatives in the Western United States, Agway can export pinto beans.

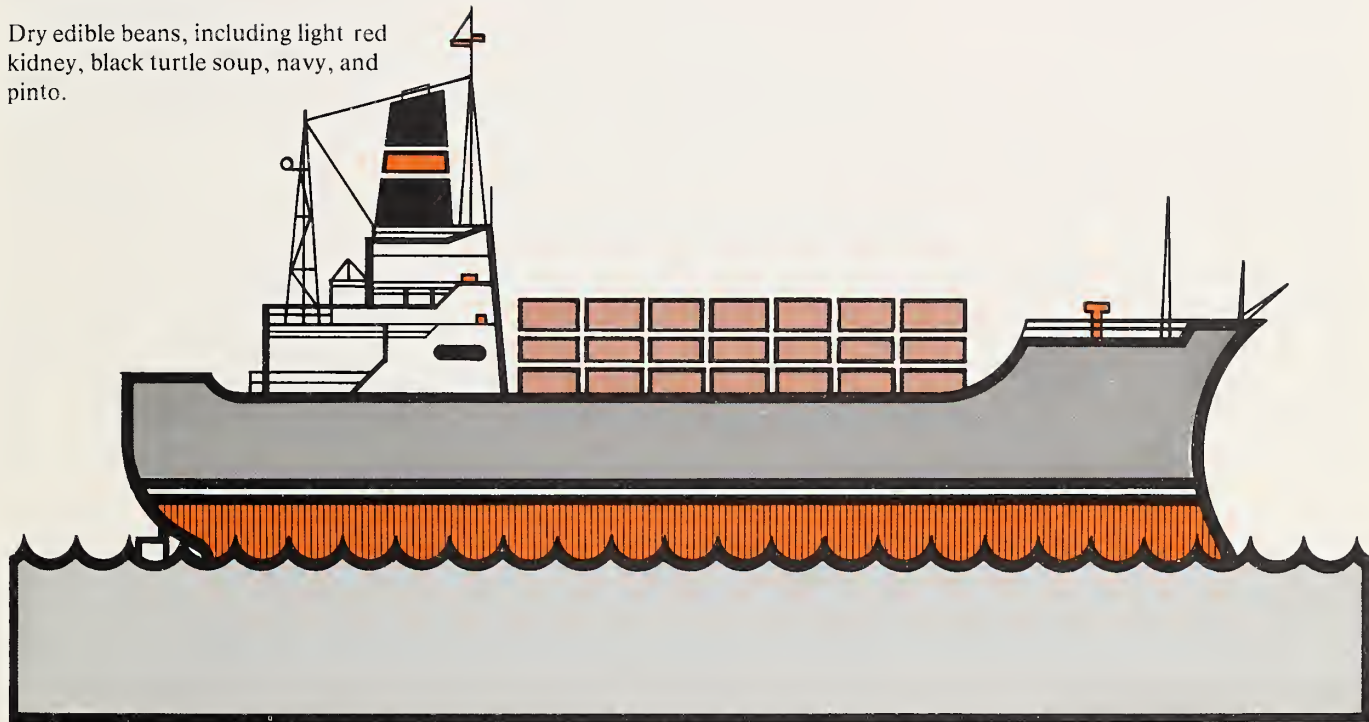
Marketing facilities for dry beans include plants at Geneva, Caledonia, and Moravia, New York, with sales offices in Canandaigua. Agway markets beans within the United States, as well as in foreign countries.

Bean sales may be either f.o.b., New York locations, or delivered. Shipments may be break-bulk or container, and are usually shipped through New York and New Jersey ports. While most sales are in 100-pound bags, Agway has introduced a 1-ton poly bag with bottom discharge. This bag lowers handling costs while maintaining bean quality.

Agway works closely with Cornell University, Ithaca, New York, in developing and testing improved varieties of dry beans. Recent introductions of new varieties have improved color and cooking qualities.

Products exported:

Dry edible beans, including light red kidney, black turtle soup, navy, and pinto.



BEAN GROWERS WAREHOUSE ASSOCIATION, INC.

P.O. Box 604
Twin Falls, Idaho 83301

Persons to contact:

Ron Johnson,
General Manager

Joyce M. Earl,
Trader

Phone: (208) 733-7133

Bean Growers Warehouse Association, Inc., established in 1924 as a farmers' cooperative, processes and markets dry edible beans and bean seed. More than 900 Idaho producers market their dry beans and soft white wheat through the facilities of seven affiliated local cooperatives.

Bean Growers Warehouse exports dry edible beans and bean seed direct and through agents. Beans can be shipped bagged or in bulk-loaded containers through most U.S. ports.

Bean Growers Warehouse and its members are dedicated to providing high-quality edible beans and seed for both domestic and foreign customers.

Products exported:

Dry edible beans and bean seeds, including pinto, pink, small red, small white, great northern, and black turtle soup. Cull and split beans are available for export.



CALIFORNIA BEAN GROWERS ASSOCIATION

P. O. Box 512
Oxnard, California 93032

Persons to contact:

David Billings,
General Manager

Richard Welch,
Sales Manager

Joel Parreira,
Bulk Sales

Telephone: (805) 483-2261
Telex: 29-5388 CBGA
Cable: Calibean

The California Bean Growers Association was organized in 1916 as a federated cooperative to market large lima beans processed at 20 local cooperatives in southern California.

As large lima production spread to other areas, and as production of other varieties increased, the association broadened its scope to include marketing of eight varieties of dry beans from every production area of the State. Today, the association contracts directly with more than 500 grower members who account for 25 percent of California production.

Members deliver their crop to local public warehouses, where the beans are cleaned and stored. The association uses a lot identity system that allows for strict quality control and marketing on a sample approval basis.

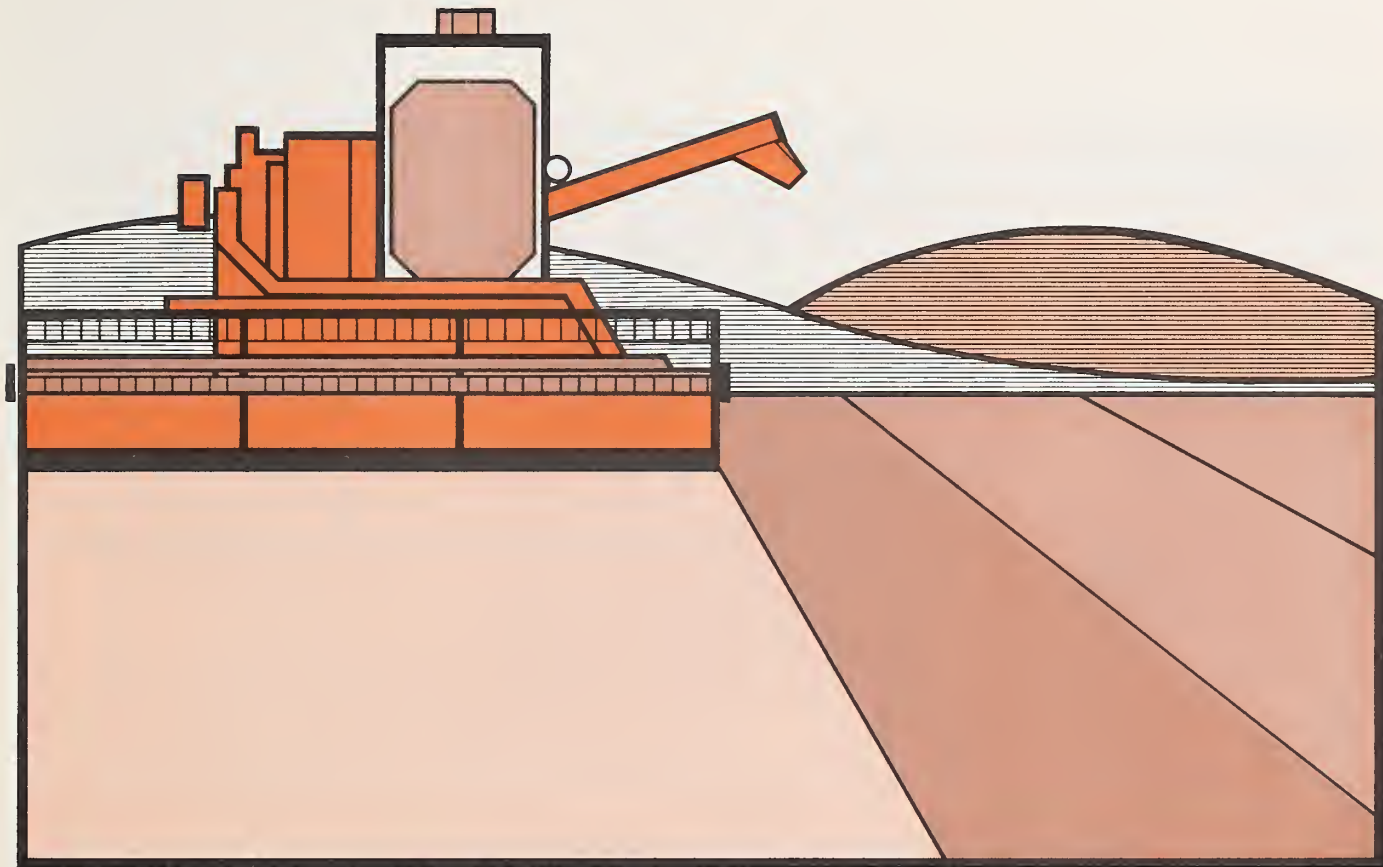
About 30 percent of the association's marketings flow into export channels, through trading companies, exporters,

and direct sales. The remainder is marketed domestically, in bulk to canners and packagers, and in retail sizes through the association's canning and packaging subsidiaries.

Export availability includes any variety handled, in bulk; canned; or packed in paper, jute, or poly bags in English or metric sizes.

Products Exported:

Dry edible beans including large limas, baby limas, blackeyes, pinks, light red kidneys, dark red kidneys, small whites, and flat whites.



200 West Mercer, Suite 305
Seattle, Washington 98119

Persons to contact:

Patrick Hennessy,
Supervisor, Commodity Marketing

Jim Krigbaum,
Export Coordinator

Phone: (206) 282-2451
TWX: 910-444-1386
Cable: CENEX SEA

Farmers Union Central Exchange, Inc. (CENEX), was organized in 1931 by Minnesota farmers in response to agricultural problems of the Great Depression. Since then, CENEX has developed into a federated regional farm supply and marketing cooperative, serving 500,000 farm families through 1,500 local cooperatives in 15 North Central and Pacific Northwest States. Corporate headquarters are in St. Paul, Minnesota.

CENEX handles a wide variety of farm supplies, including petroleum, seed, feed, fertilizer, agricultural chemicals, auto accessories, livestock and grain handling systems, hardware, and appliances. CENEX provides domestic and international marketing, data processing, financial, engineering, and construction services to member cooperatives.

The CENEX export department is in Seattle, Washington. It exports pulses and other agricultural commodities ori-

ginating from 10 CENEX-owned seed processing plants, 2 dry bean plants, and several plants owned by cooperative members. These plants are situated throughout the U.S. bean, pea, and lentil production areas. They are among the most modern and efficient plants in the United States.

Through consolidation of pulses processed at CENEX facilities, member cooperatives, and other processors, CENEX has developed an extensive supply network. With this wide production base and a diversified product line, CENEX can offer foreign buyers the quality and quantity of product desired.

CENEX bean plants are in Othello, Washington, and Gering, Nebraska. The bean plants and all CENEX owned or affiliated plants are equipped to clean and ship pulses in new jute bags or in bulk containers. Bids are available for delivery to any U.S. or Canadian port or foreign destination.

Products exported:

Dry edible beans, including pinto, great northern, small red, pink, small white and navy.

Dry peas, including whole and split green, whole and split yellow, Australian winters.

Lentils.

Split and cull beans.

Grass and legume seed.

Buckwheat, millet, and bird seed.



HARVEST STATES COOPERATIVES

P.O. Box 43594
St. Paul, Minnesota 55164

Persons to Contact:

Garry A. Pistoria,
Vice President, Commodity Marketing
Telephone: (612) 646-9433

Dale Aasen,
Director, Specialty Marketing
Telephone: (612) 641-8138

Dale Williams,
Merchandiser, Edible Beans
Telephone: (612) 641-8137

Donald Driscoll,
Merchandiser, Peas and Lentils
Portland, Oregon
Telephone: (503) 248-1141

Telex: 29-7094 FARSUNGTA STP
TWX: 910-464-1588 FUGTA PTLD

Harvest States Cooperatives, formerly Grain Terminal Association, is a diversified agricultural marketing cooperative, serving farmers in 10 States in the North Central and Pacific Northwest regions. Principal operations include grain, oilseed, and pulse merchandising in domestic and foreign markets; oilseed processing; livestock feed manufacturing; malt production; durum wheat milling; food processing and distribution; and building materials distribution.

Harvest States has traded edible beans actively since 1947, when it began trading pinto beans from Montana. More recently, Harvest States has expanded trading to include pulses grown in North Dakota, Minnesota, Idaho, and Washington.

Harvest States owns and operates receiving and processing plants in Glendive, Fairview, and Billings, Montana; Moorhead, Minnesota, and Hatton and Mayville, North Dakota. Processing capacity totals more than 500 metric tons per day. The cooperative also markets pulses for affiliates who own processing facilities.

Because of its large origination area, Harvest States trades a variety of pulse products. The cooperative consistently offers buyers most varieties. Depending on a buyer's preference, Harvest States will offer f.o.b. U.S. locations or delivered. Offers are available at most ports, including: Portland, Oregon; Seattle, and Kalama, Washington; Gulf ports; Great Lakes ports; Montreal, Canada; or Baltimore, Maryland.

Products exported:

Dry edible beans, including pinto, navy, black turtle soup, great northern, small red, pink, and dark red kidney.

Peas including green (whole or split), yellow (whole or split), and Austrian winter.

Lentils.

Split beans.

Feed beans.

Grains, oilseeds, soybean meal, linseed meal.



OUTWEST BEAN, INC.

P.O. Box 648
Littleton, Colorado 80160

Persons to contact:

David J. Hainsworth,
President and General Manager

Gordon E. Inselman,
Trading and Traffic Coordinator

Dennis W. Cahoy,
Comptroller

Phones:
Central Switchboard: (303) 798-5733
Trading Desk: (303) 798-5766
TWX: (910) 935-0821

Outwest Bean, Inc., was organized as a regional marketing cooperative in 1947 to sell dry beans produced within the Rocky Mountain Region.

Outwest Bean, Inc., now has six locals and more than 5,000 members in Colorado, Nebraska, Wyoming, and Oklahoma, producing dry beans and popcorn. Outwest has expanded its operations to include strong commitments in manufacturing, processing, storing, and marketing agricultural commodities related to the dry bean industry.

Working directly with the Banks for Cooperatives, Outwest entered international markets on a direct basis. Outwest's primary purpose was to develop domestic and international markets for members' products and to prepare markets for increased future production.

Outwest markets several types of dry beans including: pinto, great northern, navy, and black turtle soup beans. Marketing yellow popcorn produced in Nebraska began in 1977 with sales to Japan and Mexico. Marketing of mung beans produced by Oklahoma members began in 1981.

The Outwest label has world recognition, with bean products packaged in 100-pound burlap bags, 50-pound burlap and paper, 25-pound paper, 10-pound burlap poly-lined bags, and 10-, 4-, 2-, and 1-pound poly consumer-size packages.

The Outwest label is available in standard English print as well as bilingual English and Spanish print. Bag sizes in this label are 100-pound burlap, 10-pound burlap poly-lined, 2-pound and 4-pound poly consumer-size.

Consumer-size packages from the Big Horn facility at Basin, Wyoming, are available with Outwest or private label.

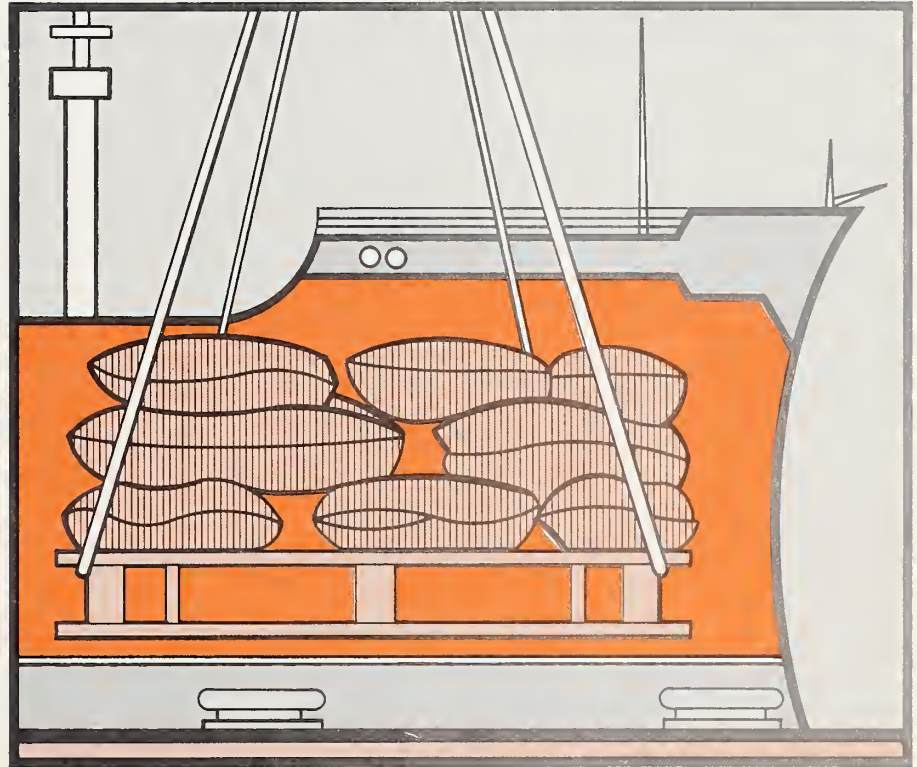
Processing facilities in Colorado, Nebraska, and Oklahoma handle bulk and institutional-size packages. A complete seed processing facility, specializing in bean and small grain seed from the Montrose Plateau of Colorado, began operations in 1982.

Outwest's headquarters is in Littleton, Colorado, a south suburb of Denver, an international hub for trading U.S. dry edible beans.

Products exported:

Dry beans, including pinto, great northern, black turtle soup, navy, mung, and other varieties.

Yellow popcorn.



VALLEY MARKETING COOPERATIVE, INC.

100 South Ottawa Street
Saint Johns, Michigan 48879

Persons to contact:

Dale Kuenzli,
President

James Ostrowski,
Vice President

Phone: (517) 224-6747
Telex: 22-8552 VALMARCO

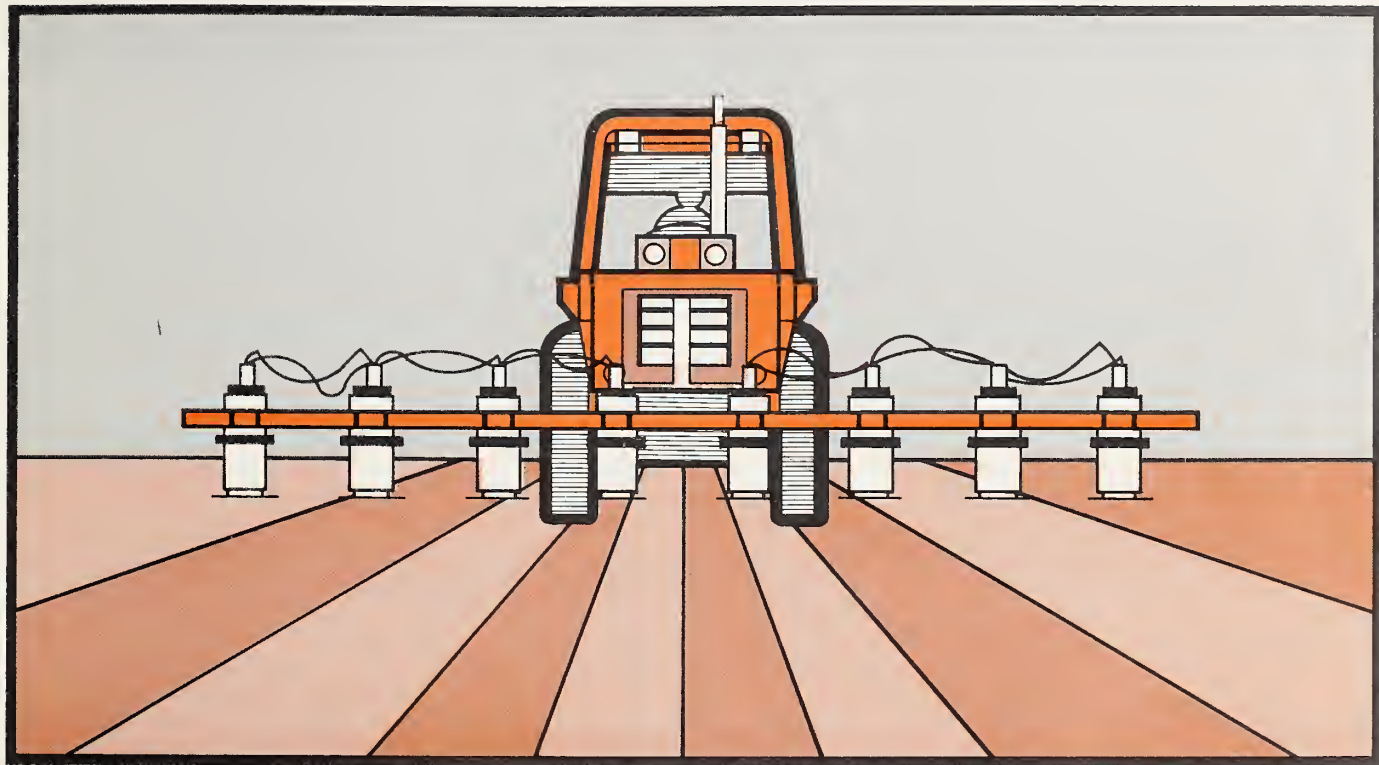
Valley Marketing Cooperative, Inc., stockholders include six progressive local cooperative elevators in Michigan, representing 4,000 farmer-producers. These elevators have forged a solid chain of processing and marketing systems that can serve buyers dependably and efficiently in procurement of dry beans.

The strategic locations of these elevators is enhanced by the extensive bean handling and marketing experience of their staff. The integrity, ability, and experience of their staff is recognized domestically and internationally, and is rewarded by repeat business from users of Michigan bean products in the United States and foreign countries.

Valley Marketing Cooperative's direct ties with growers assures a continuing flow of high-quality product. Beans can be shipped bulk or in bags by truck, rail, or container, anywhere in the world.

Products exported:

Dry edible beans, including navy, cranberry, light red kidney, dark red kidney, pink, and black.



U.S. Department of Agriculture Agricultural Cooperative Service

Agricultural Cooperative Service (ACS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The agency (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

ACS publishes research and educational materials and issues *Farmer Cooperatives* magazine. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, or national origin.